

Message Text

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42

ACTION AF-18

INFO OCT-01 ISO-00 EB-05 IGA-02 L-03 MC-02 TRSY-02 DRC-01

CIAE-00 INR-10 NSAE-00 RSC-01 /045 W

----- 102824

R 311320Z MAY 74

FM AMEMBASSY NAIROBI

TO USDOC WASHDC

INFO SECSTATE WASHDC 7284

UNCLAS SECTION 1 OF 2 NAIROBI 4486/1

USDOC

E.O. 11652: N/A

TAGS: ETRN, BEXP, KE

SUBJ: FOREIGN BUYER PROGRAM

1. EAST AFRICAN COMMUNITY (EAC) IS PLANNING BUYING MISSION TO U.S TO SEEK SUPPLIERS FOR \$7 MILLION WORTH ELECTRONIC EQUIPMENT FOR DIRECTORATE OF CIVIL AVIATION AND EAST AFRICAN METEOROLOGICAL DEPARTMENT. GROUP TO BE 4 OR 5 PEOPLE INCLUDING TECHNICAL AND FINANCIAL SPECIALISTS. WISH TO MAKE TRIP IN MID/LATE JUNE FOLLOWING APPROVAL EAC BUDGET.

2. GROUP WISHES TO MEET WITH AS WIDE A RANGE OF POTENTIAL SUPPLIERS AS POSSIBLE AND WHERE POSSIBLE HAVE TECHNICAL PEOPLE SEE EQUIPMENT IN OPERATION AT AIRPORT OR ATC FACILITY IN NEW YORK - WASHINGTON AREA.

3. DIRECTORATE OF CIVIL AVIATION EQUIPMENT DESIRED AND QUANTITY:

- 1) 10 CM PRIMARY RADAR (2)
- 2) (A) VOR/DME MEDIUM POWER (2)
(B) LOWER VOR (16)
- 3) (A) INSTRUMENT LANDING SYSTEM (2)
- 4) (A) VHF/DF EQUIPMENT (2)
- 5) (A) NON DIRECTIONAL BEACONS (12)
(B) LOCATOR BEACONS (4)
- 6) (A) 5KW/HF TRANSMITTERS (6)

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(B) 1KW/HF TRANSMITTERS (48)

ISB OPERATION

8) AM/VHF TRANSMITTERS	(64)
8) AM/VHF RECEIVERS	(64)
9) FIXED FREQUENCY HF RECEIVERS ISB	(50)
10) HF TUNABLE RECEIVERS	(26)
11) FSK COVERTORS/KEYERS	(30)
12) MULTICHANNEL H.F. TRANSCEIVER	(14)
13) MULTICHANNEL VHF TRANSCEIVERS	(24)
14) MULTICHANNEL RECORDERS	(15)
15) FACSIMILE MESSAGE DISTRIBUTION SYSTEM	(5)
16) AMPLIFIERS	
17) TELEPRINTERS	(100)
18) HEAD SETS	(100)
19) RADIO MUXLEXP EQUIPMENT	(7 SYSTEMS)
20) ELECTRONIC COMPONENTS	VARIOUS
21) TEST EQUIPMENT	VARIOUS

4. EAST AFRICAN METEOROLOGICAL DEPARTMENT EQUIPMENT DESIRED AND QUANTITY:

THERMOHYGROGRAPHS	(25)
SUNSHINE RECORDER	(25)
ANEMOMETER CAP COUNTER	(29)
BAROMETERS MERCURY	(24)
BAROMETERS ANEROID	(13)
CEILOMETER	(10)
ANEMOMETERS ELECTRIC	(18)
RADIO THEODOLITES	(6)
RADIO SON	
GROUND EQUIPMENT	(6)
RADIO SONDE RECEIVER	(2)
VAISALA TEST EQUIPMENT	(6)
WIND FINDING RADAR	(1)
CLOUD SEARCHLIGHTS	(11)
RECORDING RAINGAUGES	(26)
PILOT BALLOONS THEODOLITES	(28)
KIPP SOLARIMETER	(14)
WEATHER RA	
AR	(1)

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GENRAL METEOROLOGICAL INSTRUMENTS	(10)
OMINIDIRECTIONAL AERIAL	(2)
SSB	(26)
TELEPRINTERS	(18)
MUFAX RECORDERS	(19)
CHART TRANSMITTER	(1)
RECEIVERS	(29)
PRINTING MACHINE	(1)

ELECTRIC GENERATOR (1)
TRANSMITTER (2)
TEST EQUIPMENT (10)
COMPUTORISING OF SWITCHING
CENTRE (1)
RAINFALL COMPUTORS FOR
EXISTING RADAR (1)
REMOTE DISPLAY UNIT HQ. EMBAKASI
RADAR (1)
MORE DETAILED LIST AIRPOUCHED COMMERCE 6/4/74

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72-60
ACTION AF-05

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /013 W
----- 107110

R 311320Z MAY 74
FM AMEMBASSY NAIROBI
TO USDOC WASHDC
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UNCLAS SECTION 2 OF 2 NAIROBI 4486/2

USDOC

E.O. 11652: N/A
TAGS:ETRN, BEXP, KE
SUBJ: FOREIGN BUYER PROGRAM

5. TO CONSERVE TIME AND REDUCE COST GROUP DESIRES TO MEET SUPPLIER
REPS IN NEW YORK - WASHINGTON AREA ONLY. FIRST STOP WILL BE
WASHINGTON TO DISCUSS EX-IM BANK FINANCING.

6. EAST AFRICAN COMMUNITY OFFICIALS STRESSED THAT
EQUIPMENT PRUCHASE IS CONTINGENT ON AVAILABILITY
OF LONG-TERM FINANCING. EX-IM BANK IS SCHEDULED FOR
FIRST STOP AS TEAM NEEDS TO KNOW DETAILS OF AVAILABLE
FINANCING BEFORE IT PROCEEDS. POST HAS RECOMMENDED
EAC OFFICIALS TALK WITH NAIROBI REPRESENTATIVES OF
U.S. BANKS BEFORE GOING TO WASHINGTON.

7. EAC OFFICIALS MENTIONED THEY WERE CONTACTING

EMBASSIES OF OTHER COUNTRIES, PARTICULARLY THE UK,
CAPABLE OF SUPPLYING THE TYPE OF EQUIPMENT WANTED.
THE EAC IS HOPING TO GET SOME OR MOST OF EQUIPMENT
ON CONCESSIONARY TERMS WHICH POST EXPLAINED THE U.S.
IS NOT ABLE TO OFFER.

8. BEFORE ENCOURAGING EAC MISSION FURTHER, POST
WOULD LIKE INDICATION OF THE AVAILABILITY OF EX-IM
BANK FINANCING. AS THE EAC PLANS TO BUY ITEMS FROM
MANY DIFFERENT SUPPLIERS, POST WOULD LIKE TO KNOW
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IF A BLANKET EX-IM COMMITMENT CAN BE MADE TO COVER ALL
PURCHASES.

9 MANY OF THE ITEMS IN THE LIST FOR THE DIRECTORATE
OF CIVIL AVIATION ARE SIMILAR TO ITEMS PURCHASED LAST
YEAR IN TENDER REPORTED BY NAIROBI 0739 SENT FBGM YN QUDEM
EXCELLENT RESULTS FOR U.S. MANUFACTURERS ON TENDER
SENT BY NAIROBI 3575, JUNE 6, 1973. DEPARTMENT
MAY WANT TT ALERT TNDRS ABOUT POSSIBLE FOLLOW-ON
PURCHASE AS WELL AS OTHER POTENTIAL SUPPLIERS.
MARSHALL

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